Presentation for Small Business Conference 2004 SDDC Training Symposium

by
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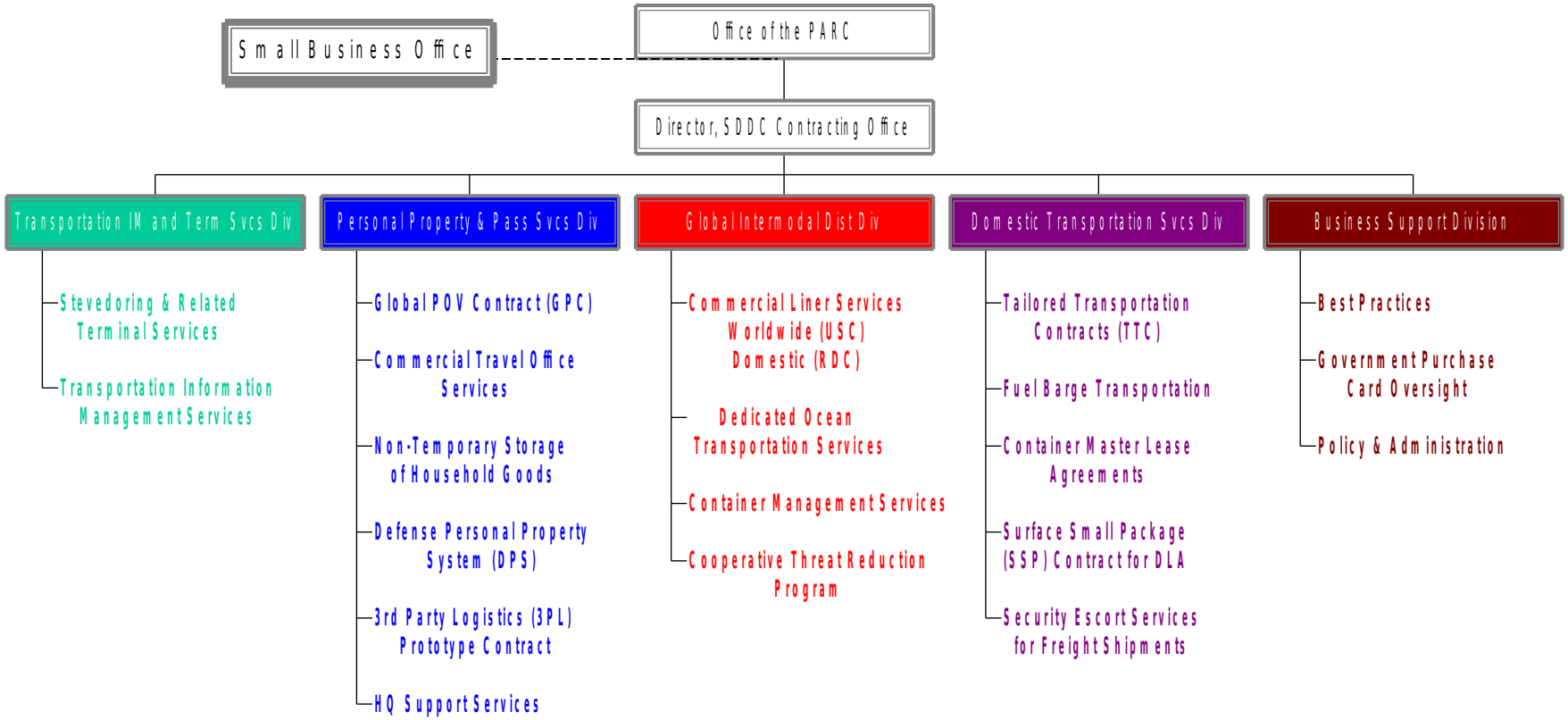
Surface Deployment and Distribution Command Contracting Center


Small Business Office
Office of the PARC
Director, SDDC Contracting Office
Transportation IM and Term Svcs Div
Stevedoring & Related Terminal Services
Transportation Information Management Services
Personal Property & Pass Svcs Div
Global POV Contract (GPC)
Commercial Travel Office Services
Non-Temporary Storage of Household Goods
Defense Personal Property System (DPS)
3rd Party Logistics (3PL) Prototype Contract
HQ Support Services
Global Intermodal Dist Div
Commercial Liner Services Worldwide (USC) Domestic (RDC)
Dedicated Ocean Transportation Services
Container Management Services
Cooperative Threat Reduction Program
Domestic Transportation Svcs Div
Tailored Transportation Contracts (TTC)
Fuel Barge Transportation
Container Master Lease Agreements
Surface Small Package (SSP) Contract for DLA
Security Escort Services for Freight Shipments
Business Support Division
Best Practices
Government Purchase Card Oversight
Policy & Administration

Surface Deployment and Distribution Command Contracting Center

MISSION

fectively and efficiently support SDDC's mission and r
nd in the future by providing world-class advice in acc
distribution services.

VISION

ier, innovative acquisition organization fully integrate
C's vision in support of best value end-to-end distribut
olutions, consistently exceeding customer expectations

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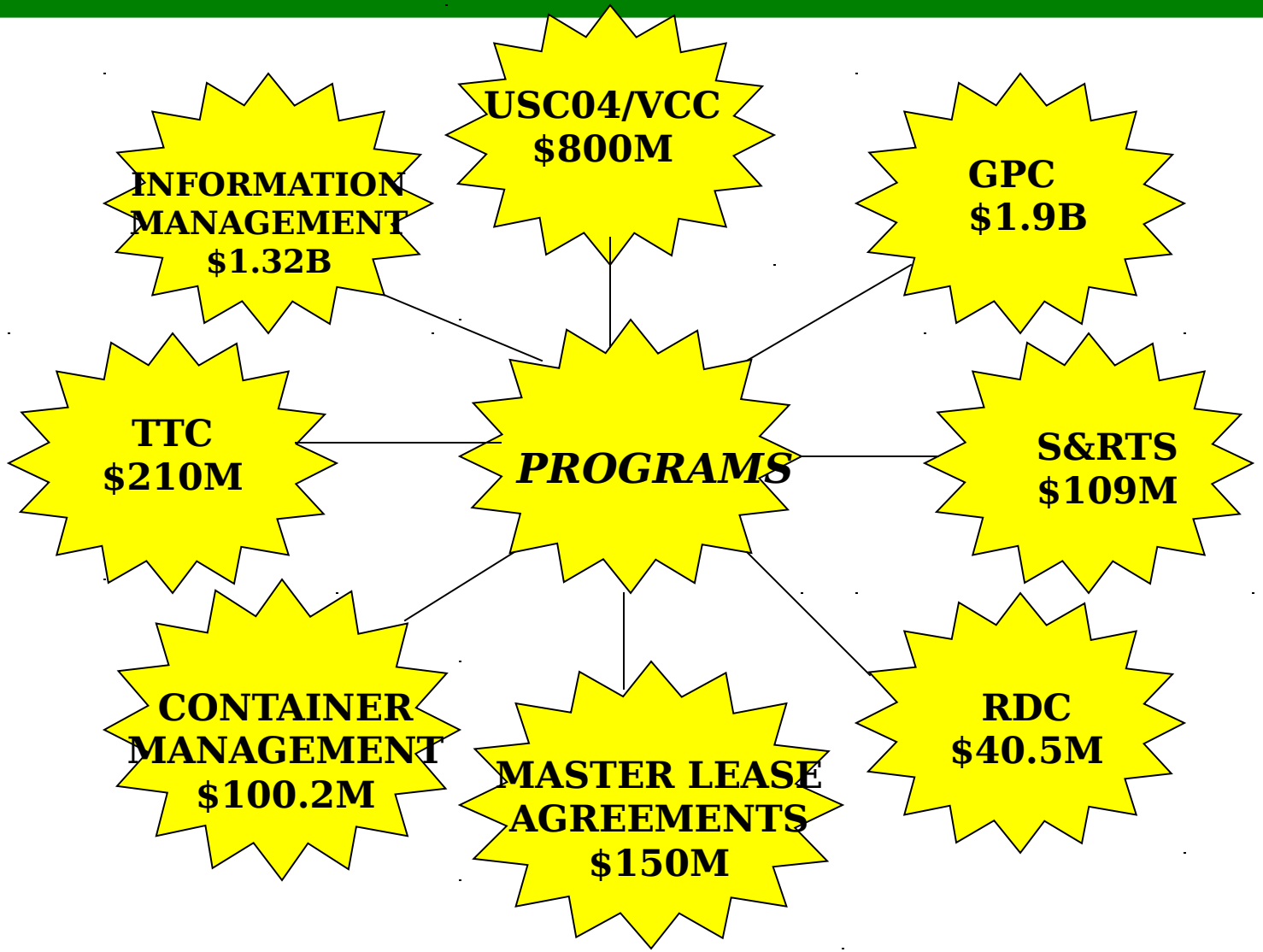

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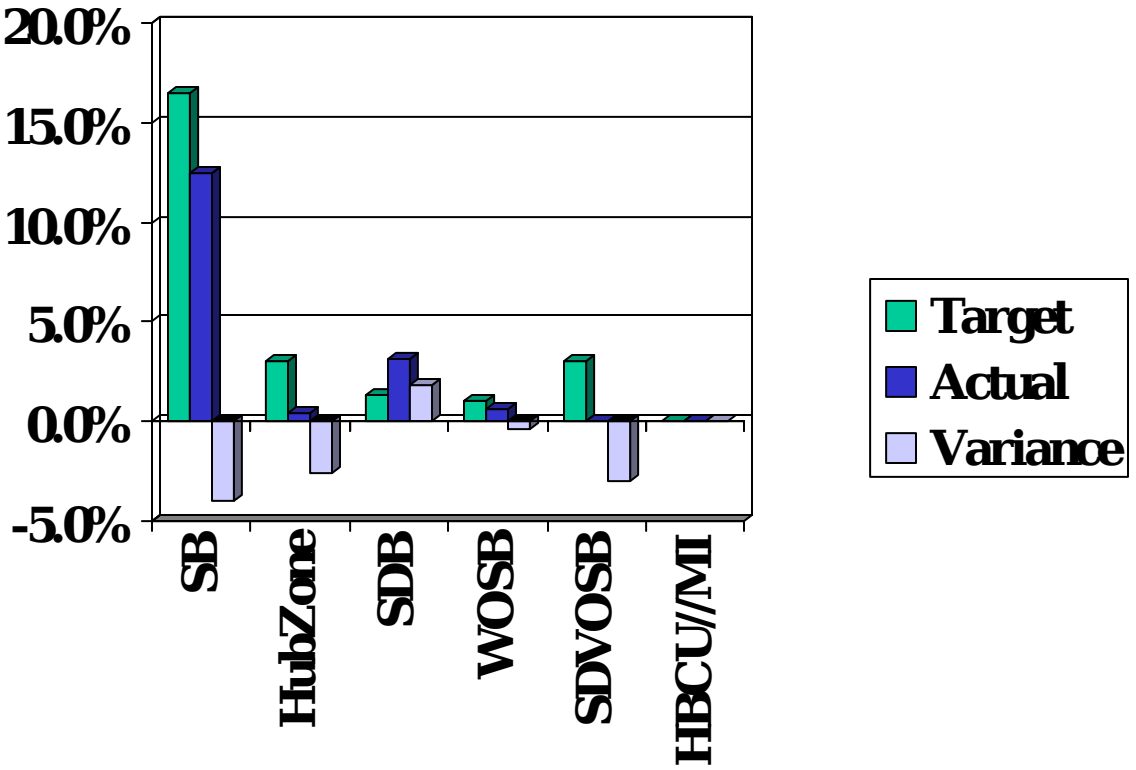
FY03 PRIME CONTRACTING PERFORMANCE



PERCENTAGES

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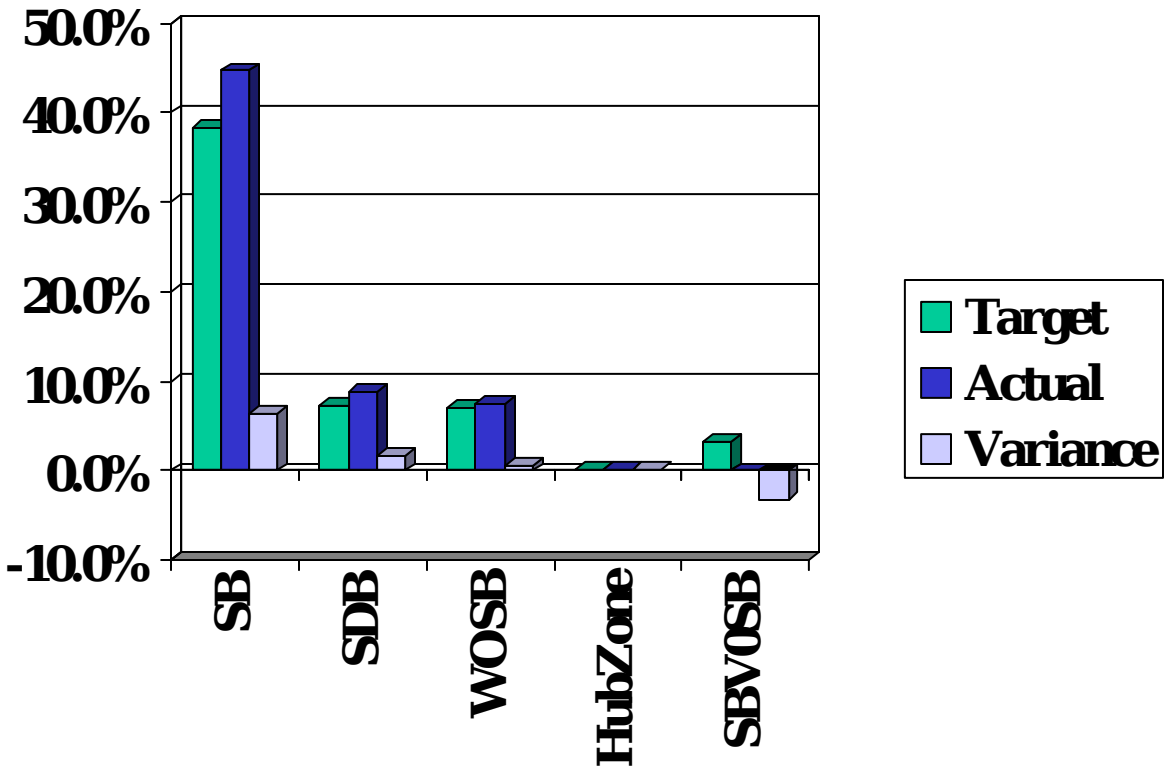
FY03 SUBCONTRACTING PERFORMANCE



PERCENTAGES

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What we are up against?

- **Identifying opportunities**
- **Administration of subcontract plans/teaming**
- **Smart consolidations/continued use of IDIQ**
- **Partnerships/right skill mix identified for the large business**

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What are we doing?

- Conduct capability briefings
- Issue Sources Sought Notices
- Support Small Business Fairs
- Establish aggressive Small Business subcontracting goals
- Encourage Small Business participation in IPTs
- Implementing Acquisition Planning opportunities
- Monitor performance under subcontracting plans
- Identify teaming opportunities for small and

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What can you do?

- **Get to know our Director, Small Business**
- **Subscribe to FEDBIZ Ops**
- **Attend Presolicitation/Preproposal Conferen**
- **Obtain copy of attendees**
- **Network with large business and other small**
- **Market your capabilities with Passion**

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SMALL BUSINESS CONTRACTS WITH SDDC

= PRIME $76M

= SUBCONTRACTING $307M